

About AVEVA

AVEVA is a FTSE100 listed leading global provider of innovative industrial software to transform complex global industries. AVEVA’s software solutions enable the design and management of complex industrial assets by deploying technologies such as IIoT, Big Data and AI.

Strong financial performance delivered in 2020

- ✓

Growth across all regions
Revenue grew 8.8% to £833.8m
- ✓

Recurring revenue driven by subscription
Now 62.2% of total revenue - beating 60% medium term target
- ✓

Highly profitable
Adjusted EBIT rose 23.3% with margins up to 26.0%
- ✓

Accelerating cloud adoption
Cloud revenues grew 200%
- ✓

Expanding capabilities
Launch of new products including Unified Operations Centre for Datacentres and new ways of buying such as AVEVA Flex
- ✓

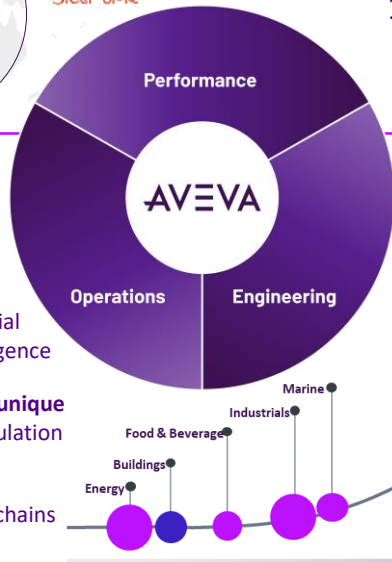
Business outlook
Resilient with digitalisation key to driving customers’ efficiency and high levels of recurring revenue

Growing global customer base



Leading the digitalisation of the industrial world

- Digitalisation is driving **growing demand** for industrial software enabled through cloud and artificial intelligence
- Optimally placed to capture this demand due to its **unique product portfolio**, which runs end-to-end from Simulation through to Operations
- Delivering **business continuity** and opening supply chains through macroeconomic disruption



Progress through the Digitalisation Curve

Source: AVEVA Market Insights



Our purpose, values and strategy are creating long term value for customers, employees and shareholders
AVEVA is committed to being a leader in industrial software for a sustainable future

Operational Excellence

Subscription Transition

Digitalisation of the industrial world

Strong financial position with a strong balance sheet and ongoing cash generation

Over 95% of employees working remote with good productivity

Customers leveraging no fee cloud solutions and online training

AVEVA Action for Good community initiative expanded by 10%

We are committed to being a leader in sustainable industrial software, working with our employees, customers, partners and the wider communities where we do business. Industrial technology has a key role to play in realizing a sustainable future. We will continue to support the evolution of the marketplace, helping our industrial customers achieve their sustainability objectives and ensuring sustainability in our own operations.